

**KSIE**

**KERALA STATE INDUSTRIAL ENTERPRISES LTD.**

(A Government of Kerala Undertaking)

St. Joseph's Press Buildings, Cotton Hill  
Thiruvananthapuram-695 014, Kerala, India

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No.ACC/60(2)/1081

14/11/11 11<sup>th</sup> November, 2011

The Secretary  
Airports Economic Regulatory Authority of India  
AERA Building, Administrative Complex  
Safdarjung Airport  
New Delhi-110 003.



[Attn: Shri C.V. Deepak, OSD II]

Sir,

Sub:- Airports Economic Regulatory Authority of India - In the matter of Multi Year Tariff Proposal submitted by KSIE Ltd for the services provided for Cargo facility at the Calicut Air Cargo Complex at Calicut International Airport - Submission of Annual Tariff Proposal - reg.

- Ref:- (1) Order No.3/2011-12 dated 26.07.2011(F No.AERA/20010/MYTP/KSIE/TVM/C/2011-12/650).
- (2) Letter F.No.AERA/20010/MYTP/KSIE/TVM/C/2011- 12 / 1647 dated 15.10.2011.

Kindly refer to the above order wherein it was inter alia ordered that:

- 1) the services provided by the Company at Calicut Air Cargo Complex, Calicut International Airport are 'not material' and hence these shall be regulated under 'Light Touch' approach during the first control period of 5 years from 1/4/2011; and
- 2) KSIEL may submit the Annual Tariff Proposal for the first Tariff Year of the first control period for the consideration of the Authority within a period of 75 days of the issue of the above orders in accordance with the guidelines.

The Authority vide their letter dated 15.10.2011 had kindly extended the date of submission to 15.11.2011 and we are accordingly furnishing the ATP for the first year of the control period that is 2011-12, and the documents in the prescribed format.



As per clause AI .8.2 of the terms and conditions for determination of Tariffs, we are furnishing herewith the following:

- 1) Form B duly filled in and signed.
- 2) Minutes of the meeting held on 21.10.2011 with the stakeholders of Trivandrum and Calicut (Annexure -1).
- 3) Summary of the concerns expressed by the stakeholders during the meeting and through other discussions (Annexure -2).
- 4) Remedial measures undertaken by KSIE (Annexure-3).
- 5) Reasons for not addressing the concerns (Annexure-4).
- 6) ATP for 2011-2012 in Form No.14(b) (Annexure V)

We have not entered into any written agreement with the users.

We further certify that the tariff proposal is on non-discriminating basis with reference to conditions of tariff, and there are no discounts (other than volume based tariffs).

We request that the Authority may kindly approve the Annual Tariff Proposal for 2011-2012, which can be implemented prospectively with effect from 01.01.2012.

We are also enclosing a CD in which the details in form No.14(b) are recorded.

Thanking you,

Yours faithfully,

For KERALA STATE INDUSTRIAL ENTERPRISES LTD



(FEBI VARGHESE)

MANAGING DIRECTOR





Form B: (ref: Section AI.8 of Appendix I)

**BEFORE THE AIRPORTS ECONOMIC REGULATORY AUTHORITY OF  
INDIA  
AT NEW DELHI**

**SUBMISSION OF PROPOSAL FOR DETERMINATION OF ANNUAL TARIFF  
FOR AND ON BEHALF OF:**

**M/S. KERALA STATE INDUSTRIAL ENTERPRISES LTD in respect of  
CALICUT AIR CARGO COMPLEX.**

I, Febi Varghese aged 44 years, resident of Thiruvananthapuram acting in my official capacity as Managing Director in M/s Kerala State Industrial Enterprises Limited having its registered office at St. Joseph's Press Buildings, Cotton Hill, Thiruvananthapuram-695014 do hereby state and affirm as under that:

1. That I am duly authorized to act for and on behalf of M/s Kerala State Industrial Enterprises Ltd in the matter of making this submission before the Airports Economic regulation Authority of India, New Delhi ('the Authority');
2. I am competent to make this submission before the Authority;
3. I am making this submission in my official capacity and the facts stated herein are based on official records;
4. The contents of the Annual Tariff Proposal submission which include inter alia

(i) ~~Estimated Maximum Allowed Yield per Unit and the proposed detailed break-up of Tariff(s) (in context to estimated maximum allowed Yield per Unit where determined by the Authority) where the Authority has specified a price cap approach for the duration of the Control period, pursuant to Clause 3.2;~~  
OR

Proposed detailed break-up of Tariff(s) based on Clause 11.2 where the Authority has specified a light touch approach for the duration of the Control period, pursuant to Clause 3.2 (strikeout whichever is not applicable); and

(ii) Justifications are correct and true to my knowledge and belief and nothing material has been concealed there-from.

Place: Thiruvananthapuram  
Date: 11/11/2011

  
(FEBI VARGHESE)  
MANAGING DIRECTOR



Annexure 1

Minutes of the Stakeholder Consultation Meeting held on 21/10/2011 at 3.30 pm at TACT Conference Hall, Shanghumughom, Thiruvananthapuram in the matter of Multi Year Tariff Proposal (MYTP) submitted by KSIE Ltd to Airports Economic Regulatory Authority of India (AERA) for the services provided for Cargo Facility at the Air Cargo Complexes at Trivandrum and Calicut International Airports under KSIE Ltd.

Attendance – As per statement attached.

Shri K Radhakrishnan Nair, General Manager (Cargo), KSIE chaired the meeting.

Welcoming the participants GM (Cargo), KSIE briefly explained the circumstances under which this stakeholder consultation meeting was convened in connection with finalization of Annual Tariff Proposals (ATP) of the Trivandrum and Calicut Air Cargo Complexes to be submitted to AERA as per their guidelines. It was also explained that a revision of tariffs was overdue and the Company was about to revise the tariffs last year itself; but in the meantime the services provided for cargo facility came under the ambit of AERA and thus it became mandatory to get the approval of AERA for effecting any tariff revision. The Company has already submitted the Multi Year Tariff Proposals and the Authority had issued Multi Year Tariff Orders vide Order No.3/2011-12 and No.4/2011-12 dated 26/27th July, 2011 in respect of Calicut and Trivandrum Air Cargo Complexes respectively, ordering that these services shall be regulated under 'light touch' approach during the first control period of five years commencing 2011. Now, the Company is required to submit the Annual Tariff Proposals for the first Tariff Year of the first control period for the consideration of the authority on or before 15/11/2011. Thereafter, GM (Cargo), KSIE requested the Company's consultant Shri Suresh Mohan, Chartered Accountant to briefly explain the aims and objectives in the matter of finalization of Annual Tariff Proposal.

Shri Suresh Mohan, Chartered Accountant, briefly explained the regulatory powers of AERA pursuant to enactment of "The Airports Economic Regulatory Authority of India Act 2008". It was elaborated by him that the very purpose of these regulations is to avoid exploitation by any service provider. He also indicated about the various financial statements and other details to be furnished to AERA as per their guidelines for issuing appropriate orders to regulate the cargo service including tariff revision. The Consultant indicated that the costs of KSIE have gone up manifold during the last 2-3 years consequent on increasing the infrastructural facilities at both the Cargo Complexes, relocation of Export Terminal to Chackai at Trivandrum along with the NITB operations of AAI, to meet the obligations under Customs Cargo Service Provider Regulations 2009,



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meeting the additional cost of CISF Security Coverage etc etc . Thus a tariff revision has become highly essential for ensuring a viable operation.

Initiating the discussions from the side of stakeholders Shri M Viswanathan, AGM (Fin.), AAI, Calicut Airport informed that at Calicut Airport KSIE is sharing 30% of the income generated from export operations with AAI and their demand for a share from import cargo operations has not been accepted so far. He stressed that since bulk of the income generated from Cargo operations is from handling import cargo operations, the AAI should also get a reasonable share as they are getting in other Airports by way of royalty or income sharing. He insisted that this aspect should be brought to the notice of the Authority by KSIE. In reply GM (Cargo) KSIE clarified that income sharing for export cargo operations was a policy decision taken at higher levels for utilizing the land/shed etc allowed to be used by KSIE at the AAI premises for handling export operations. Import cargo operations carried out at KSIE's own premises as the duly appointed Custodian of cargo cannot be equated with export operations carried out at AAI premises. AAI officials representing Trivandrum Airport Smt Taji E C, DGM (LM) and Shri M Basi Kumar, AGM (Fin.) informed that whatever arrangements are finally accepted for import / export cargo at Calicut, the same should be extended to Trivandrum also and this also should be minuted.

Shri Dil Koshy, Secretary, Agricultural Products and Processed Foods Exporters Association, Trivandrum indicated that KSIE is a profit making Company which has generated around Rs.600 lakhs profit during last year and there is no need for any tariff revision since surplus funds are generated at the current rates. He further explained that exports from Trivandrum and Calicut are highly perishable items having low commercial value and the profit generated out of export of such commodities is very low and hence this aspect should be kept in mind while effecting any revision. GM (Cargo), KSIE informed that the turnover of KSIE is not only from Cargo operations but from other operations also like trading, Kerala soaps etc. The Consultant, KSIE clarified that any business has to be viable and profit making for sustenance and it should not be a bar in the matter of periodical revision of rates as demanded by commercial interests. In any case, hereafter such revisions are going to be regulated by AERA.

Shri K Suresh Kumar, CEO, Classic Cargo Carriers representing Association of Custom House Agents Trivandrum (ACHAT) informed that KSIE should stress on providing value added service by marketing their potential for attracting more general cargo for export and import. He further informed that any proposed revision should not lead to deviation of existing business from Trivandrum Airport.

On behalf of the Airlines, S/Shri P K Jayaprakash, Air India, Gee Varghese, Kuwait Airways and Dinesh D Karan, Air Arabia highlighted the need for maintaining the existing pattern of low tariff for perishable items as otherwise the exporters may shift their operations to other ports. The freight charges applicable to Trivandrum and Calicut are high compared to Cochin and this aggravates the situation. Upon enquiry from GM



(Cargo) KSIE whether any possibility of bringing in any parity in the Air freight charges applicable at the Airports in Kerala, the airline representatives conveyed their helplessness being policy decisions taken at higher levels.

There was a desire from the stakeholders to know as to what would be the range of tariff revision going to be implemented. From KSIE's side it was clarified that exact revision will be based on the guidelines / orders to be issued by AERA. In any case the Company's expectation is that 30-40% hike in tariff will be allowed by AERA in view of the exigencies now faced by the Company.

Winding up the discussions GM (Cargo), KSIE informed that the views and the apprehensions of the stakeholders will be conveyed to AERA along with the ATP to be submitted. The meeting ended at 4.45pm with thanks to the Chair.

True Copy



K. RADHAKRISHNAN NAIR  
General Manager (Air Cargo Complexes)  
Kerala State Industrial Enterprises Ltd.  
Thiruvananthapuram-695 014

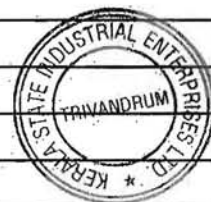




**KERALA STATE INDUSTRIAL ENTERPRISES LTD**  
**AERA STAKE HOLDER CONSULTATION MEETING DTED 21/10/2011**

**Attendance Sheet**

Sl.No	Name & Designation	Name of Organization	Contact No./Mail id	Signature
1	M.VISHWANATHAN AGM(CF)	Airports Authority of India	9447824140	
2	M. BASI KUMAR AGM(CF)	A. AI TRIVANDRUM.	9446544631	
3	TAJI.E.C	AAI, TRIVANDRUM	9447097359	
4	APPEETA Siva Kumar	APPEETA	9447551766	
5	DIL KOSHY	APPEETA	9847180090	
6	GEEVARGHESE	KOWBAT AIRWAY	9249555876	
7	DINESH D KARAN	Qataravia Cargo	9961005477	
8	ABHIRASHAN	Arabia Asia Cargo	974648775	
9	P.K. JAYAPRAKASH	Indiavia AIR INDIA	9961368675	
10	T.R. Unnikrishnan	Emirates	9895493494	
11	K. SURESH KUMAR	ACHAT	9947066296	
12	B. Premjit	Etihad	98479 30230	
13	ANJO JOAN	ISLAND AVIATION SERVICES	9567762106	
14	V. Sabikumar, DM	KSIE, CALICUT	9447366563	
15	Sri Suresh Mohan Chartered Accountant. (Consultant, KSIE)	Moham Mohan Associates	9847061731	
16	Shibu Thadavus Xavier	DCM (Finance) KSIE		
17	K. Radhakrishnan nair	GM KSIE		
18	A. Abdul Rehman	DM KSIE	9447501441	



**Annexure 2**

**Summary of Concerns expressed by stake holders of Trivandrum and Calicut Air Cargo Complexes during the meeting of 21<sup>st</sup> October 2011 and through discussions.**

1. Income sharing with Airport Authority of India for import Cargo at Kozhikode.
2. Income sharing for Export and Import cargo with AAI to be made applicable at Trivandrum also.
3. KSIE is a profit making company and hence no need of any tariff revisions.
4. Perishable commodities have low commercial value and hence a lower tariff to be made applicable.
5. Value added services to be provided.
6. Parity in airfreight charges at all Airports in Kerala.



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**Annexure 3**

Details of remedial action taken by KSIE on the concerns raised by the stake holders.

<b>Concerns raised by the stake holders</b>	<b>Remedial measures</b>
Income sharing with Airport Authority of India for import Cargo at Kozhikode.	30% income sharing with AAI on export operations was agreed to for using their land and buildings. There is no such arrangement with AAI for import cargo handling at Calicut warranting income sharing. However, there is scope for joint operation and income sharing in courier cargo handling, which will be explored in consultation with Government.
Income sharing for Export and Import cargo with AAI to be made applicable at Trivandrum also.	On Export side, KSIE is paying lease amount for 4000 sq meter land leased out by AAI near the New Terminal at Trivandrum for setting up of export facilities. KSIE has incurred substantial expenses to create the facilities for export cargo handling on a war footing when operations commenced by AAI from the new Terminal on 1/3/2011. Further, KSIE as the Custodian is also required to meet unanticipated expenses to comply with Customs Cargo service Provider Regulations, CISF cost etc. KSIE is also paying gross turnover charges to AAI from the charges collected from the Airlines for transporting their cargo from New Terminal to Cargo Complex, within the Airport. Hence no scope for further income sharing from the existing operations. However, income sharing from other joint operations like courier handling etc is under consideration. Being policy matters, these will be finalized at Government level.
KSIE is a profit making company and hence no need of any tariff revisions.	Profits are used for meeting capital expenses and servicing of equity. Tariffs are now governed by AERA on the basis of return on investment.



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Perishable commodities have low commercial value and hence a lower tariff to be made applicable.	This has been taken care of by KSIEL in the ATP.
Value added services to be provided.	KSIE will explore the possibilities.
Parity in airfreight charges at all Airports in Kerala.	This is a major problem faced by the Shippers at Trivandrum and Calicut Airports where the freight charges are on the higher side compared to Cochin sector. It is expected that with the intervention of authorities like AERA, DGCA etc there will be some solution for this disparity. KSIE's role is limited to highlighting this issue.



*Janay*



**Annexure 4**

Reasons for not addressing balance concerns

There are no other concerns expressed by the stake holders.

AERA - PROPOSAL FOR ANNUAL TARIFF REVISION		
CALICUT AIR CARGO COMPLEX		
Tariff head/Item	Existing tariff	Revision suggested
A) Import		
UB & CC	1st week - Minimum Rs. 115 per package upto 50 Kg and Rs 45 for every additional 50 Kg or part thereof	1st week - Minimum Rs. 145/- per package upto 50 Kg and Rs 55/- for every additional 50 Kg or part thereof
do	2nd week - 50 Paise per Kg per day from the date of arrival subject to minimum charges.	2nd week - 65 paise per Kg per day from the date of arrival subject to minimum charges.
do	3rd week - 65 paise per Kg per day from the date of arrival subject to minimum charges	3rd week - 80 paise per Kg per day from the date of arrival subject to minimum charges
do	4th week onwards - 80 paise per Kg per day from the date of arrival subject to minimum charges	4th week onwards - Rs 1/- per Kg per day from the date of arrival subject to minimum charges
Valuable Cargo		
do	1st week - Rs 5 per Kg per day subject of minimum Rs 1000/- per consignment	No change
do	8th day onwards - Rs 10/-per Kg per day from the date of arrival subject of Rs 1000/- per consignment	8th day onwards - Rs 10/-per Kg per day from the date of arrival subject of Rs 1500/- per consignment
Cooling Chamber Charges	Nil	Rs 1.40 per Kg per day subject to minimum Rs. 250/- per day per consignment, in addition to demurrage charges as applicable
Refrigerator/ Deep Freezer charges	Nil	Rs. 100/- upto one week and Rs. 150/- per week or part thereof above one week per consignment, in addition to demurrage charges.
Charges for handling Transshipment Cargo	Handling charges for out bound TP Cargo destined to TACT: Rs 4.00 per Kg	No change
	Charges for out-bound TP Cargo destined to other places:	
	i) Handling Charges at CACC: Rs. 4.00 per Kg	
	ii) Storage charges per Kg for maximum 3 days: 2.00 per Kg	
	iii) Total : Rs 6.00 per Kg	
	iv) Charges beyond 3 days: Rs. 0.50/Kg/day in addition to Rs 6.00 as per item (iii) above.	
	Handling charges for in-bound TP Cargo: Rs. 1.25/Kg	
Forklift charges	Upto 250 Kg : Rs. 100/-	No change
	251 - 500 Kg: Rs. 150/-	
	501 - 750 Kg: Rs. 200/-	
	751 - 1000 Kg: Rs. 250/-	
	Above 1000 Kg: Rs. 250/- + Rs. 100 for every 250 Kg or part thereof	
EXPORT Tariff CACC		
Terminal Charges		





Perishable Cargo	Minimum charge Rs. 25/- upto 25 Kg, subject to a minimum of Rs. 75/- per consignment. Rs. 0.45 for every additional Kg above 25 Kg, subject to minimum of Rs. 75/- per consignment.	Rs. 0.50 per Kg subject to minimum Rs. 100/- per consignment
General Cargo	Minimum charge Rs. 75/- upto 25 Kg and Rs. 0.70 for every additional Kg above 25 Kg, subject to minimum charge of Rs. 75/- per consignment.	Rs. 0.75 per Kg subject to minimum Rs. 120/- per consignment
News paper	Minimumm Rs 25/- upto 25 Kg subject to minimum Rs 75/- per consignment. Rs 0.35 for every additional Kg above 25 Kg subject to minimum charges per consignment.	Rs. 0.50 per Kg subject to minimum Rs. 100/- per consignment
Valuable Cargo	Rs. 5/- per Kg per day, subject to a minimum of Rs. 1000/- per consignment.	No change
Demurrage Charges (Not applicable for valuable Cargo)	Rs. 0.50 per Kg per day beyond 48 hours subject to a minimum of Rs. 100/- per consignment.	No change
Export Transshipment Cargo (Storage-cum-Security charges)	Rs. 0.50 per Kg for perishable and general Cargo and Rs. 1/- per Kg for valuable cargo, in addition to TC/Demurrage charges.	No change
Cold Storage Charges (CPC)	Rs. 1.40 per Kg per day, subject to a minimum of Rs. 250/- per consignment per day.	No change
X-Ray Screening Charges	Rs. 1/- per Kg for perishable cargo and Rs. 1.50 per Kg for general cargo, wherever screening and security certification is done by the concerned Airline	No change
	Rs. 1.50 per Kg for perishable and Rs 2.00 per Kg for general cargo wherever screening and security certification is done by KSIE.	
PIC charges	Nil	Rs. 100/- per PIC
Vehicle Entry Pass	Nil	Rs. 25 per vehicle & Driver



**Air Cargo Complex Karipur KSIE Limited**

ANNEXURE-II

Form F14(b)- Annual Tariff proposal For Tariff Year 2011-12 - Format for providing information on Tariff(s) (ref:Section AI. 8 of Appendix I)

Effective from 1.01.2012

Sl. No	Tariff heading	Conditions of Tariff	Discount/ Surcharge	Estimated Units (MT)	Estimated Revenues (Rs. lakhs)
<b>A</b>	<b>EXPORT CARGO</b>				
I	Terminal charges				
1	Terminal charges -Perishable Cargo	Rs. 0.45 per Kg subject to minimum Rs. 100/- per consignment	Nil	14000	65.00
2	Terminal charges - General Cargo	Rs. 0.70 per Kg subject to minimum Rs. 120/- per consignment	Nil	80	3.50
3	News paper	Rs. 0.45 per Kg subject to minimum Rs. 100/- per consignment	Nil	1	0.50
4	Terminal charges - Valuable cargo	Rs. 5 /-per kg per day, subject to a minimum of Rs.1000/- per consignment	Nil		
II	Demurrage charges	Rs.0.50 per kg per day beyond 36 hours subject to a minimum of Rs 100/- per consignment	Nil		1.00
III	Export Transshipment Cargo	Rs.0.50 kg for perishable and general cargo and Rs.1/- per kg for valuable cargo, in addition to TC/Demurrage charges	Nil	300	20.00
IV	X-ray Screening charges	a) Rs.1/- per kg for perishable cargo and Rs.1.50 per kg for general cargo wherever screening and security certification is done by the concerned Airline	Nil		140.00
V	Forklift charges	As per rates fixed for import cargo	Nil		



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Sl. No	Tariff heading	Conditions of Tariff	Discount/ Surcharge	Estimated Units (MT)	Estimated Revenues (Rs. lakhs)
<b>B</b>	<b>IMPORT CARGO</b>				
1	Warehousing /Demurrage charges		Nil		
i	Unaccompanied Baggage/ Commercial		Nil		
	1st week ( 1 to 7 days)	1st week - Minimum Rs. 145/- per package upto 50 Kg and Rs 55/- for every additional 50 Kg or part thereof	Nil	8000	240.00
	IIInd week ( 8 to 14 days)	2nd week - 65 paise per Kg per day from the date of arrival subject to minimum charges.	Nil	550	20.00
	IIIrd week (15 to 21 days)	3rd week - 80 paise per Kg per day from the date of arrival subject to minimum charges	Nil	50	3.00
	IVth week onwards (from 22nd day onwards)	4th week onwards - Rs 1/- per Kg per day from the date of arrival subject to minimum charges	Nil	10	1.00
ii	<b>Valuable Cargo</b>				
	(Gold,Silver,Currency,Jawellery etc requiring locker facility		Nil		
	1st week ( 1 to 7 days)	Rs.5/- per day subject to minimum of Rs.1000/-per consignment	Nil		1.00
	8th day onwards	8th day onwards - Rs 10/-per Kg per day from the date of arrival subject to Rs 1500/- per consignment	Nil		
iii	<b>Transportation Charges</b>				
	Upto 50kg	Rs.40/-	Nil		
	51-75kg	Rs.65/-	Nil		35.00
	76-100kg	Rs.90/-	Nil		
	101-150kg	Rs.140/-	Nil		
	For every additional 50kg or part thereof	Rs.50/-	Nil		

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Sl. No	Tariff heading	Conditions of Tariff	Discount/ Surcharge	Estimated Units (MT)	Estimated Revenues (Rs. lakhs)
iv	<b>Handling charges</b>				
	Upto 25kg Rs.15/- 26-50kg	Rs.25/-	Nil		
	51-75kg Rs.35/- 76-100	Rs.545/-	Nil		50.00
	101-150kg Rs.65/-		Nil		
	For every additional 50kg or part thereof	Rs.20/-	Nil		
	<b>Handling charges for in-bound TP Cargo</b>	Rs.2.00/Kg	Nil	500	10.00
v	<b>Forklift charges Upto 250kg</b>	Rs.100/-	Nil		
	(per piece) 251-500kg	Rs.150/-	Nil		
	501-750kg	Rs.200/-	Nil		
	751-1000kg	Rs.250/-	Nil		
	Above 1000Kg	Rs.250/- +Rs.100 for every 250kg or part thereof	Nil		0.50
C	<b>Cooling Chamber charges</b>	Rs.1.40 per kg per day subject to minimum Rs. 250/- per day per consignment, in addition to demurrage charges as applicable	Nil		1.00
D	<b>Refrigerator/Deep Freezer charges</b>	Rs. 100/- upto one week and Rs.150/- per week or part thereof above one week per consignment, in addition to demurrage charges	Nil		1.00
E	<b>Admission Ticket charges</b>	Rs. 25 per vehicle & Driver	Nil		0.50
F	<b>Photo Identity Card charges</b>	Rs. 100/- per PIC	Nil		0.50
<b>TOTAL ESTIMATED REVENUE 2011-12</b>					<b>593.50</b>

Note: The revised tariff will be applicable only from 1.1.2012  
The estimated revenue is for the year 2011-12.

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